



June 2010

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Quote of the Month

"Our greatest weakness lies in giving up. The most certain way to succeed is always to try just one more time." - Thomas Edison

Business Spotlight: Brewer & Associates, Inc.

Falicia Brewer is president and sole proprietor of Brewer & Associates a provider of progressive management services to non-profits and small businesses throughout the Midwest who are interested in increasing their financial capacity. Brewer & Associates' primary focus is fund, organizational and business development and in recent years has generated over \$20 million for clients.

Brewer states, "It is our belief that the keys to optimal success are strong relationships, good management principles and effective execution. We are genuine in our efforts to provide value-added information and resources which leads to the results our customers expect."

"Small business owners face a variety of challenges on a daily basis. The advice I would offer my colleagues in business is to be very clear on what works well for them, then create a plan of execution and really work your plan", says Brewer.

If you would like additional information on Brewer & Associates, contact them at:

Brewer & Associates, Inc.,
1342 Tishman Lane, 2nd Floor,
Indianapolis, IN 46260
Phone: (317) 445-8932
Web: www.fbareources.com

Would you like your business featured in the Business Spotlight section of **The Conduit**? If so, see the Business Spotlight Submission section in this edi-



Falicia Brewer, President
Brewer & Associates, Inc.

tion for more information. Don't delay, submit your information today!

Have you registered for the 2010 MWBE Resource Fair & Workshop Series?

The State of Indiana MWBE Division will host the 2010 Minority & Women's Business Enterprises Summer Resource Fair and Workshop Series in conjunction with the Indiana Black Expo Business Conference on Wednesday, July 14, 2010, from 8:00 a.m. - 2:30 p.m., at the Indiana Government Center South, Conference Center. Registration is FREE and runs June 1, 2010 - July 2, 2010. There will be several newly featured workshop sessions and a morning town hall session focusing on *The Power of Partnering!* Don't miss out on this great networking opportunity!

To register, go to: www.in.gov/confreg

State of Indiana Opportunities

For specific project details, or to view additional
State of Indiana opportunities, visit the links provided below.

Indiana Department of Administration Procurement

(<http://www.in.gov/cgi-bin/idoa/cgi-bin/bidad.pl>)

Procurement Method	Commodity/Service Description	Addendum	Date Entered	Open Date/Time	Buyer Name
RFP	Pharmacy Services RFP-10-80	1	5/10/2010	6/15/2010 3:00:00 PM	Stephanie Taylor
NEGOTIATED BID	QPA for Anthem Printing Plates ASA-10-038		5/26/2010	6/18/2010 3:00:00 PM	Teresa Deaton
RFP	Indiana Statewide Electronic IEP System RFP-DOEI	0	4/21/2010	6/18/2010 4:00:00 PM	Linda Cummins
RFP	Teacher Licensing Solution RFP-10-39	0	5/21/2010	6/22/2010 3:00:00 PM	James Osborne
BID	File Storage Boxes ASA-10-039		5/27/2010	6/25/2010 3:00:00 PM	Molly Martin
RFP	Tires and Tire-Related Services RFP-10-36		5/19/2010	6/30/2010 3:00:00 PM	Nicole Kenney

Indiana Department of Transportation Lettings

(www.in.gov/dot/div/contracts/letting/index.html)

Letting Date	Contract Number	Type of Work Wanted	Location/Area
6/23/2010	R-33063-B	Landscaping	Marion County-Along I-70 at Sam Jones Harding St., West St., Illinois St, and Meridian St
6/23/2010	B-30996-A	Bridge Deck Reconstruction	Lake County on SR 912 Over Conrail in East Chicago

Indiana Department of Public Works

(http://www.in.gov/serv/dapw_bviewer)

PWP#	Project Title	Bid Date (all bid times 1:31PM)	DAPW Project Mgr	Docs Available From	Date Entered / Last Modified
IGCS 0911-05	AHU 2 & 3 Replacement and AHU 18 thru 24 Upgrade at IGCS Indianapolis	6/24/2010	Bryan Clark (317) 233-9386	Applied Engineering (317)810-4141	5/24/10 5/24/10
E090048	Installation of New Septic System for Office, New Dorm Meeting Room Bldg in Monroe County	6/30/2010	Dave Schultz (317) 232-4150	DNR (317)232-4150	5/25/10 5/25/10
D12-908	Replace Roof on Individual Housing Unit and Detention Unit a Plainfield Correctional Facility	7/1/2010	Gregory K. Hebel (317)233-2540	DPW (317)232-3025	6/2/10 6/2/10
WVCF-1005-13	Roof Replacement on Bldgs 1,8,9 & CCU at Wabash Valley Correctional Facility in Carlisle, IN/IFA	7/22/2010	Bryan Clark (317) 233-9386	DPW (317)232-3025	6/8/10 6/8/10

Minority & Women's Business Enterprises Division Calendar of Events

June 2010

- 14 Governor's Commission on Minority Affairs
Indiana Government Center South
402 W. Washington Street
Conference Room A
Indianapolis, IN 46204
Time: 1 p.m. - 3 p.m.
Registration: None required
Fee: Free

Registration: Registration is required
and runs June 1, 2010 - July 2, 2010.
Fee: Free
To register visit: www.in.gov/confreg

August 2010

- 18 Certification Workshop
Indiana Government Center South
402 W. Washington Street
Conference Room 19
Indianapolis, IN 46204
Time: 1 p.m. - 3 p.m. (Local time)
Registration: No registration required
Fee: FREE



July 2010

- 14 2010 MWBE Resource Fair & Workshop Series
Indiana Government Center South
402 W. Washington Street
Conference Center
Indianapolis, IN 46204
Time: 8:00 a.m. - 2:30 p.m.

Community Events

June 2010

- 11 For Veterans Only: The Road to Contract Opportunities
New Life Worship, Central Campus
3425 Boulevard Place, Indianapolis, IN 46208
Time: 8:30 a.m. - 1:00 p.m.
For additional information call (317) 506-2517 or visit: www.thenewwishard.org
- 24 4th Annual Supplier Diversity B2B Conference
Dynasty Banquets
4141 Calumet Avenue, Hammond, IN
Time: 8:00 a.m. - 4:00 p.m.
For additional information, contact Sondra Ford at sondraford@aol.com or call (219) 886-9572.

Are you aware of
an event happening
in your
community?
If so, let us know!
Email your event
details to
tdaniel@idoa.in.go

July 2010

- 8 - 18 Indiana Black Expo Summer Celebration
For complete event details call (317) 925-2702 or visit: www.indianablackexpo.com

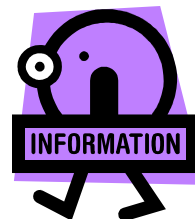
About The Conduit

The Conduit is a publication of the Indiana Department of Administration's Minority and Women's Business Enterprises Division. This eNewsletter provides the MBE and WBE communities with a forum to learn about Indiana certification and business development opportunities, contracting opportunities, workshops and networking events. To learn more, contact:

State of Indiana Department of Administration, Minority & Women's Business Enterprises Division, Indiana Government Center, 402 W. Washington, St., Room W479, Indianapolis, IN 46204, Phone: 317.232.3061, FAX: 317.233.6921, Web: www.in.gov/idoa/2352, Email: mwbe@idoa.in.gov.

Facts You Should Know

Would you like to learn about all kinds of resources, people and opportunities to help your small business grow? If so, visit the Indiana BizCafe. It's so easy, just put a profile online and let the system do the matchmaking based on your business needs. The best part is, it's all FREE! Visit the Indiana BizCafe today! Go to: www.indianabizcafe.com.



Tools for Success: *Keep Networking!*



Terrie Daniel,
MWBE Outreach Manager

As a business owner I am aware that you have so many roles and responsibilities to fill however, I want to continue to encourage you to **KEEP NETWORKING!** There are many upcoming events being hosted in the next few months, and this is a great opportunity to get out there and show your stuff! First, I would like to encourage you to attend the 2010 MWBE Summer Resource Fair and Workshop Series. There will be several new sessions featured at this event that have never before been a part of the fair. First, Conexus will host the INSight Supplier Database Internet Cafe. They will conduct a live hands on demo of the new Indiana Supplier INSight Database which is a free business-to-business e-marketplace service. Suppliers must have an Indiana address to register in the ePortal but could possibly be contacted by buyers world-wide! This is a really great opportunity to enhance the visibility of your business absolutely FREE! Also, if you are currently a provider of IT, Medical or Administrative services, there will be a featured session entitled "Doing Business with Knowledge Services".

Knowledge Services is the provider of temporary staffing services to the State of Indiana in the areas of IT, Medical and Administrative. They are looking for new company's to do business with so don't miss this opportunity to hear about featured opportunities they are looking to fill. Position your business for success and attend

this informative workshop session. You never know, this may be an opportunity to land your next contract! Last but definitely not least, the format of the Resource Fair has been changed and will begin with a morning town hall session beginning at 8:30 a.m. This session is entitled **The Power of Partnering** and will feature representatives from the public and private sectors as well as business professionals who have been successful in partnering. They will share best practices and answer your specific questions on how to successfully partner to gain leverage. We have many more great sessions for you to take advantage of in addition to the 50+ vendors available for you to talk to about upcoming opportunities they have available. Also, don't forget about the Indiana Black Expo Business Conference. There will be many informational workshop sessions and events for you to attend as a business owner. For additional information and a full schedule of IBE Business Conference events, visit www.indianablackexpo.com. Remember to continue to network because you never know who you will meet

Fun Facts!

The average company saves over \$7,000 for each employee suggestion that is enacted!

The most productive day of the workweek is Tuesday

More Monopoly money is printed yearly than real money throughout the world.

The creator of the NIKE Swoosh symbol was paid only \$35 for the design.

Building Business Relationships

With the excitement of the upcoming 2010 IDOA MWBE Division Summer Resource Fair and Workshop Series, as well as, other Black Expo Business Week activities, we would like to share some reminders with you as you network and market your business. Effective business networking links individuals and/ or companies who, through trust and relationship building, become walking and talking advertisements for one another.

Initial conversation should be about understanding your prospects' problems, needs and concerns, and collecting their contact information. The main objective of networking should not just be to expound on your own credentials. Spend the time you have with prospects (or people who might know a prospect) asking questions and collecting information. Then you can determine whether they would have any genuine interest in/need for the solutions you provide. Use this client problem centered networking strategy to initiate and build profitable relationships. See below for key tips for successful business networking:

1. Keep in mind that networking is about being genuine and authentic, building trust and relationships, and seeing how you can help others.
2. Always Have Business Cards. You never know whom you might meet and what may become of the contact. You would not want to miss out on a valuable relationship and opportunity by being unprepared on the first encounter.
3. Ask open-ended questions in networking conversations. This means questions that ask who, what, where, when, and how as opposed to those that can be answered with a simple yes or no. This form of questioning opens up the discussion and shows listeners that you are interested in them.
4. Have a clear understanding of what you do and why, for whom, and what makes your doing it special or different from others doing the same thing. In order to get referrals, you must first have a clear understanding of what you do that you can easily articulate to others.
5. Be able to articulate what you are looking for and how others may help you. Too often people in conversations ask, "How may I help you?" and no immediate answer comes to mind.
6. Follow through quickly and efficiently on referrals you are given. When people give you referrals, your actions are a reflection on them. Respect and honor that and your referrals will grow.
7. Call those you meet who may benefit from what you do and vice versa. Express that you enjoyed meeting them, and ask if you could get together and share ideas.
8. Demonstrate the value of your expertise or products. Send prospects and clients an idea or suggestion they can use right away. Your contact will then associate you with the problems you solve.
9. Become known as a powerful resource for others. When you are known as a strong resource, people remember to turn to you for suggestions, ideas, names of other people, etc. This keeps you visible to them.
10. The truth about networking is that it can happen anytime, anywhere. There is a time and a place for networking – it's called ANY time, and ANY place.

Submitted by Natalee Summers
Deputy Director, Business Development and Compliance

Congratulations on Your Certification!

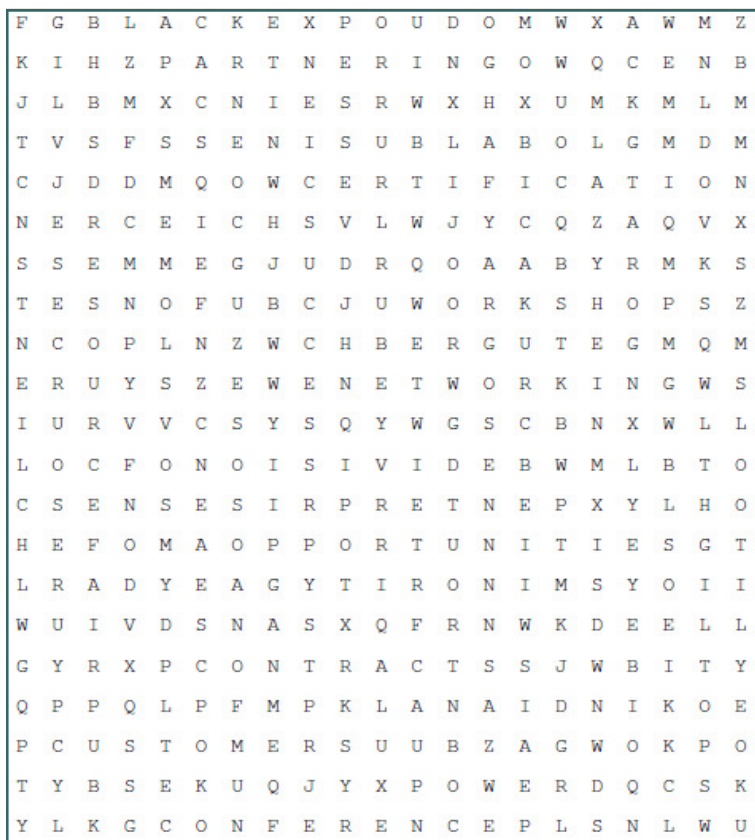
Newly certified or re-certified businesses with the State of Indiana Department of Administration Minority and Women's Business Enterprises
May 1 - May 31, 2010

Name	City	St	App Status	Eff Date	App Type
Action Temporary Service, Inc.	Evansville	IN	CERT	5/21/2010	WBE
Ad Cetera Promotions, Inc.	Evansville	IN	CERT	5/21/2010	WBE
Alva Electric, Inc.	Evansville	IN	CERT	5/21/2010	WBE
Architectural High Performance Products	Indianapolis	IN	CERT	5/21/2010	WBE
Assured Security & Asset Protection Service	Indianapolis	IN	CERT	5/5/2010	MBE
Aviation Security	Martinsville	IN	CERT	5/14/2010	WBE
B 2 B Strategic Solutions Inc.	Chicago	IL	CERT	5/10/2010	MBE
B 2 B Strategic Solutions Inc.	Chicago	IL	CERT	5/10/2010	WBE
B&T Transport, LLC	Noblesville	IN	CERT	5/21/2010	WBE
Belmont Labs	Englewood	OH	CERT	5/10/2010	MBE
BHAR Printing, Inc.	Indianapolis	IN	CERT	5/10/2010	MBE
Blalock & Brown, Inc.	Indianapolis	IN	CERT	5/14/2010	MBE
Blalock & Brown, Inc.	Indianapolis	IN	CERT	5/14/2010	WBE
Bob Poynter Ford	Seymour	IN	CERT	5/14/2010	MBE
Boshears Consulting, Inc.	Bedford	IN	CERT	5/10/2010	WBE
Brenner Design Incorporated	Indianapolis	IN	CERT	5/10/2010	WBE
C - One Photography Studio, Inc.	Goshen	IN	CERT	5/10/2010	WBE
CK United Sheet Metal & Mechanical, Inc.	Evansville	IN	CERT	5/21/2010	MBE
CMG Trucking, Inc.	Daleville	IN	CERT	5/10/2010	MBE
CMG Trucking, Inc.	Daleville	IN	CERT	5/10/2010	WBE
CMR Services Group, Inc.	New Albany	IN	CERT	5/10/2010	WBE
Comprehensive Spine & Neurosurgery Service	Columbus	IN	CERT	5/10/2010	WBE
Coolspring Sand, LLC	Westville	IN	CERT	5/10/2010	WBE
Countryside Realty Premiere Real Estate	Batesville	IN	CERT	5/10/2010	WBE
Critical Skills, Inc.	Carmel	IN	CERT	5/21/2010	WBE
Cruise Planners	Leavenworth	IN	CERT	5/10/2010	WBE
CSA Graphics, Inc.	Indianapolis	IN	CERT	5/10/2010	MBE
Days Asphalt Paving, Inc.	Gary	IN	CERT	5/10/2010	MBE
Dental Delivery System	South Bend	IN	CERT	5/10/2010	MBE
Diamond Pest Control	Indianapolis	IN	CERT	5/10/2010	MBE
Diaper King Club Inc.	Indianapolis	IN	CERT	5/10/2010	MBE
DocuLaw Inc	Indianapolis	IN	CERT	5/14/2010	WBE
Edward Matthews Insurance Associates LLC	Indianapolis	IN	CERT	5/10/2010	MBE
Egloff Trucking Company, Inc.	Ferdinand	IN	CERT	5/21/2010	WBE
EGOV Partners, Inc.	Carmel	IN	CERT	5/21/2010	WBE
Employee Benefit Advisors, LLC	Avon	IN	CERT	5/14/2010	WBE
EMR Consulting, Inc.	Noblesville	IN	CERT	5/14/2010	WBE
Envirokinetics, Inc.	Newburgh	IN	CERT	5/10/2010	MBE
Francine Bond Insurance Agency, Inc.	Brownsburg	IN	CERT	5/19/2010	MBE
Francine Bond Insurance Agency, Inc.	Brownsburg	IN	CERT	5/19/2010	WBE
Frazier Interior Trim	Carmel	IN	CERT	5/21/2010	WBE
Gehlhausen Consulting, LLC	Fishers	IN	CERT	5/21/2010	WBE
Gemaco Inc.	Blue Springs	MO	CERT	5/24/2010	WBE
Global Actuarial Services	Indianapolis	IN	CERT	5/10/2010	MBE

Congratulations on Your Certification!

Newly certified or re-certified businesses with the State of Indiana Department of Administration Minority and Women's Business Enterprises
May 1 - May 31, 2010

Name	City	St	App Status	Eff Date	App Type
Great Quality Industries, LLC	Indianapolis	IN	CERT	5/10/2010	MBE
HNS Consulting Services LLC.	Indianapolis	IN	CERT	5/21/2010	MBE
HNS Consulting Services LLC.	Indianapolis	IN	CERT	5/21/2010	WBE
Hot Shot Transportation	Indianapolis	IN	CERT	5/10/2010	WBE
HR Solutions, Inc.	Evansville	IN	CERT	5/10/2010	WBE
IA Services	Indianapolis	IN	CERT	5/10/2010	MBE
Indianapolis Breast Center, PC	Indianapolis	IN	CERT	5/10/2010	WBE
Jay Smith & Associates, Inc.	Indianapolis	IN	CERT	5/10/2010	MBE
Jobe's Motor Service, Inc.	Indianapolis	IN	CERT	5/10/2010	WBE
JRM Environmental	Brownsburg	IN	CERT	5/14/2010	WBE
K & A Trucking, Inc.	Bedford	IN	CERT	5/14/2010	WBE
Kelly Uniforms and More LLC	Corydon	IN	CERT	5/10/2010	WBE
Lillian's electrical services	Evansville	IN	CERT	5/21/2010	MBE
Loree O Everette Design, Inc.	Indianapolis	IN	CERT	5/5/2010	MBE
M.D. Strum Housing Services, Inc.	Indianapolis	IN	CERT	5/10/2010	MBE
mahogany row concierge	Evansville	IN	CERT	5/21/2010	WBE
Mary Beth Rhoads Ingram, Inc.	Indianapolis	IN	CERT	5/10/2010	WBE
Meadows Janitorial	Indianapolis	IN	CERT	5/10/2010	MBE
MetalArt, Inc.	Middletown	IN	CERT	5/21/2010	WBE
Milan Enterprises LLC	Evansville	IN	CERT	5/21/2010	MBE
Millspaugh Properties, LLC	Jeffersonville	IN	CERT	5/10/2010	WBE
Nelson Oil Company, Inc.	Indianapolis	IN	CERT	5/5/2010	WBE
NetLogX, LLC	Indianapolis	IN	CERT	5/5/2010	WBE
New Era Controls	Indianapolis	IN	CERT	5/10/2010	MBE
Nieves Enterprises LLC	Westville	IN	CERT	5/10/2010	MBE
Office Interiors, Inc.	Granger	IN	CERT	5/10/2010	WBE
One in a Millions, Inc.	Merrillville	IN	CERT	5/10/2010	MBE
Perfect Expressions	Hammond	IN	CERT	5/10/2010	MBE
Perfect Expressions	Hammond	IN	CERT	5/10/2010	WBE
Pinnacle Mapping Technologies, Inc.	Indianapolis	IN	CERT	5/10/2010	WBE
Porter's Greenhouse	Ladoga	IN	CERT	5/10/2010	WBE
Precision Wire Assemblies, Inc.	Hagerstown	IN	CERT	5/14/2010	WBE
Quality Worker	Indianapolis	IN	CERT	5/5/2010	MBE
Reece Rebholz Co., Inc.	Indianapolis	IN	CERT	5/5/2010	WBE
Schneider Engineering	Indianapolis	IN	CERT	5/6/2010	WBE
Standish Steel, Inc.	BEDFORD	IN	CERT	5/14/2010	WBE
Swanson Office of Design + Architecture	Carmel	IN	CERT	5/21/2010	WBE
The Etica Group	Indianapolis	IN	CERT	5/10/2010	WBE
Threehawks Cleaning Services, LLC	Nashville	IN	CERT	5/14/2010	WBE
Utter's Hunting Supplies	Martinsville	IN	CERT	5/14/2010	WBE
Wolf Run Marketing LLC	Indianapolis	IN	CERT	5/14/2010	WBE
zline media group, inc	Indianapolis	IN	CERT	5/3/2010	WBE
zline media group, inc	Indianapolis	IN	CERT	5/5/2010	MBE



Word Find

Black Expo	Success
Indiana	Contracts
Resource Fair	Networking
Certification	Tools
Minority	Customers
Resources	Opportunities
Clients	Workshops
Money	Enterprises
Spotlight	Partnering
Conference	Global Business
MWBE Division	Power

Business Spotlight Submissions

If your business is a State of Indiana Certified Minority- or Women-owned Enterprise and you would like us to consider featuring your company in the Business Spotlight section of *The Conduit*, please email your information to mwbe@idoa.in.gov.

When making your submission please use the following format in the subject line of your email: Business Spotlight Submission - *YOUR COMPANY NAME*.

Please include the following when submitting your company information:

1. A .jpg headshot or photo of the Certified MWBE at work.
2. About the Owner or President
3. What does your business do?
4. What have been some challenges you have faced as a business owner?
5. What benefits have you gained from being a State of Indiana Certified MWBE?

About The Conduit

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State of Indiana Department of Administration, Minority & Women's Business Enterprises Division, Indiana Government Center
402 W. Washington, St., Room W479, Indianapolis, IN 46204, Phone: 317.232.3061, FAX: 317.233.6921, Web: www.in.gov/idoa/2352, Email: mwbe@idoa.in.gov.

6. What separates your company from the competition?

7. Word of advise to other MWBE's
Please Note: All requested information must be included within your submission. Incomplete submissions will be automatically rejected.

Disclaimer: The Office of Minority and Women Owned Business Enterprises reserves the right to edit any content submitted for publication in

The Conduit. The selection of the monthly business to be highlight is the sole discretion of the editor of *The Conduit*. The featured business will be notified by email prior to the publication being released.

